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No. 26 December 1989 Oppenheimer Software

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This is the twenty sixth edition of the Periodic Electronic Newsletter (PEN) for MCI Mail users assigned to Oppenheimer Software (MCI Mail agency NY4). You may respond to the PEN by typing ANSWER at the COMMAND: line that appears after you read this. This mailbox (218-0241) is toll free - you may write to it as often as you wish, at no charge! (Please note that you may order a toll free mail box - contact Oppenheimer Software for more information.)

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>>>>>>>>>>>>>>>>>>>> NEED ANOTHER MAILBOX? >>>>>>>>>>>>>>>>>>>>

Need another mailbox or account on MCI Mail? A SCRIPT called NEWUSER is available to allow you to register new mailboxes or accounts on MCI Mail, or provide referral information for others needing information. To use this feature, at the Command: prompt,

CREATE USING NEWUSER

Answer all questions, and follow the instructions at the end of the SCRIPT. You will be notified as soon as the new mailbox/account is active.

The NEWUSER script has been in use for over two years. Hundreds of new accounts, set up with the SCRIPT, have been "up and running", usually within 24 hours.

Note...

If you access MCI Mail via Lotus Express, Desktop Express or any of MCI Mail's LINK products, you will need to access MCI Mail via the interactive "terminal" mode.

>>>>>>>>>>>>>>>>>>>>>>>>
PRODUCT INFORMATION FORUM
>>>>>>>>>>>>>>>>>>>>>>>>

Businesses in the know sponsor lunch time vendor forums. These meetings provide an opportunity for the area managers to become familiar with new services and products in an casual setting without taking time off to visit trade shows. Managers and employees get a chance to learn about cost saving technologies used in other areas of the company through informal discussions, and question and answer periods.

If you would like to have an MCI Mail representative come to one of your forums, please message us at mailbox 218-0241.

>>>>>>>>>>>>>>>>>>>>>>>>
FREE LOTUS EXPRESS UPGRADE
>>>>>>>>>>>>>>>>>>>>>>>>

Finally..... an upgrade for Lotus Express... well almost.

Actually, Lotus Express remains unchanged. However, the underlying kernel, called Lotus Metro has been upgraded from version 1.0 to 1.11

This upgrade offers two valued benefits:

1. DOS 4.x compatibility
2. Reduced RAM requirements!!!!!!!!!!

Lotus Express, as it is now shipped, requires about 225K of free memory. By using the Metro (1.11) and making a few minor adjustments to a configuration file, Lotus Express will now run in 155K of memory. This will give you a memory savings of 33% and allow larger programs such as WordPerfect 5.0 to operate at the same time as Lotus Express.

Now the best part - the cost for the upgrade is free!

Just send us a message and we will send the required files and documentation to your mailbox at no charge. Of course you will need your current Lotus Express to download the binary files.

>>>>>>>>>>>>>>>>>>>
FAX DISPATCH UPDATE
>>>>>>>>>>>>>>>>>>>

As of the start of the year, Fax Dispatch will be switching from the existing 100 dots per inch to 200 dots per inch. Additionally, the pitch (number of characters per inch) will shift from 10 to 12.

Why the change? As anyone who has compared a 9 pin dot matrix printer and

laser printer can tell you, the more dots per inch, the better the text looks. The typical laser document is printed at 300 dots per inch.

The page size will remain at 80 characters by 56 lines. The change in pitch will improve the look of the margins.

Just how good does Fax Dispatch look? Send a sample fax from a fax machine, and one from Fax Dispatch - the improvement will surprise you.

>>>>>>>>>>>>>>>>>>>>>>>
DEFAULT GRAPHICS UPDATE
>>>>>>>>>>>>>>>>>>>>>>>

The "MCIMAIL" form is the default letterhead for hardcopy letters. This letterhead says "This letter was electronically transmitted and distributed by MCI Mail" and it appears as the default letterhead if you have not registered a customized, default letterhead.

In the past, this letterhead was called MCIMAIL, and it was listed in your graphics directory (see SCAN GRAPHICS below) as MCIMAIL. Effective immediately, the name of this letterhead has been changed from MCIMAIL to GRAM.

If you have a registered, default letterhead, you may continue to request the system default letterhead by typing "Form: Gram" in the handling field.

It is of value if, for example, your registered letterhead graphics contains your business name, and the message you are sending is personal, not business related.

You may view a list of the letterhead and signature graphics available to you by typing "SCAN GRAPHICS" at the command prompt. This list includes the two system graphics (the MCIMAIL default which is now called GRAM, and HOLIDAY) as well as all customized letterhead and signature graphics. Your default letterhead and signature graphics are identified by an "*".

You have the option of suppressing your default letterhead by typing the command FORM: BLANK in the handling field. Therefore, typing "Form: Blank" will suppress the system default letterhead and it will suppress use of your personalized, registered graphic.

>>>>>>>>>>>>>>>>>>>>>>>>>>>
REACH AT&T MAIL BY X.400 LINK
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AT&T and MCI Communications Corporation have announced they will interconnect their commercial electronic mail services by February 1990, allowing customers of both services to exchange messages for the first time.

AT&T Mail and MCI Mail will be linked using the international X.400 standard for connecting dissimilar e-mail systems. X.400 is a set of guidelines for the format, delivery and receipt of electronic messages recommended by an international standards committee, the CCITT.

"This interconnection greatly expands the electronic mail universe and thus e-mail's potential for its users," said Seth D. Blumenfeld, President of MCI International. "MCI has long been a proponent of global interconnections

and we will continue to be at the forefront of bringing these gateways to our customers."

MCI's other X.400 interconnections include Dialcom, Telemail, PT Postel, and IBM Information Network. In addition, MCI Mail has recently been chosen as the X.400 ADMD for many major corporations including Texas Instruments and Du Pont.

In 1986, MCI offered the first domestic public e-mail interconnection with CompuServe, via a proprietary protocol. MCI Mail also has proprietary links to other public electronic mail systems such as MISSIVE, as well as to corporate mail services provided by Digital Equipment Corporation, IBM, Wang, 3Com and Hewlett-Packard. In addition, MCI established an experimental link with Internet, the nationwide umbrella encompassing 1,000 registered networks in academic, government and research communities.

>>>>>>>>>>>>>>>>>>>>>>>>>>>
MCI OVERNIGHT LETTER PRICING
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No... MCI Mail is not changing the price on the Overnight Letter. However, the overnight courier you may be using has just announced a price increase.

Effective February 12, the UPS Next Day Letter will rise to $9.00 - the same price as the MCI Overnight Letter. Plus their daily pickup charge will also rise to $234.00 per year, vs. MCI Mail $25 per year.

The MCI Mail Overnight Letter will actually save you time (i.e. money) and effort. Unlike traditional courier services,

There is no airbill or logbook to fill out
You do not have to rush to have the document ready for the daily courier pickup.... you can transmit your document to MCI Mail until 11PM Eastern.
You can keep a "ready" distribution list on MCI Mail, handy for those rush communications. Your entire office may need to work overtime to arrange for a couriered message to be sent to your distributors or clients world wide.

>>>>>>>>>>>>>>>>>>>>
FOLDER TO FOLDER MOVE
>>>>>>>>>>>>>>>>>>>>

Ok.... you had a bad day.

You brushed your teeth with the shaving cream, put salt in your coffee, drove to the exact change toll booth without the proper change, missed the meeting you thought was set for tomorrow, and misspelled the name of one of your Lotus Express folders.

Thanks to Gary Oglesby, your day will be a bit brighter. The below utility will move all messages from an existing Lotus Express folder to another folder. Of course the destination folder must exist prior to using LEMOVE. You can create new folders with the command {F10}Option Folder Create.

From the DOS Command line you name both the source and destination folder. The syntax of the file is as follows:

LEMOVE {source folder} {destination folder}

EXAMPLE: To move all mail in the incorrectly spelled COMPNAY folder to the properly spelled COMPANY folder, you would issue the command:

LEMOVE COMPNAY COMPANY

The LEMOVE.BAT shown below can be created with any ASCII text editor.

```
:loop
\mailsys\getfile temp -folder %1 -delete
if not exist temp goto done
\mailsys\mailfile temp -folder %2
goto loop
:done
cls
echo FILES MOVED
```

>>
MULTIPLE MAILBOXES ON ONE LOTUS EXPRESS
>>

As you may know, Lotus Express is capable of handling up to nine mailboxes on one PC. However, this can cause some confusion as it will normally put ALL inbound messages into the INCOMING folder, leaving each of the users to fish for their messages. However, a little known option allows each user to create an "incoming folder" for him/her self.

For example, if Sam, Mary and Jim each have their own mailbox, but share one PC, they can have Lotus Express post inbound messages to folders such as INSAM, INMARY, INJIM, etc.

To install this , you will need to do the following procedure for each of the mailboxes. Bring up the communications manager ({ALT}{SHIFT}X), scroll to a mailbox's line, and press {RETURN}. When the detail screen appears, scroll down to the line that reads "incoming folder", and change it to the new folder (C:\MAILSYS\INSAM etc.). Then press {F10}S and go to the next mailbox and repeat the process.

Note that only one of the mailboxes can be PRIMARY (the default mailbox messages are sent from if no "VIA:" statement appears in the mailbox), and that mailbox marked as PRIMARY will have it's "incoming" folder appear as the first folder when you do a COPY/MOVE or GOTO. The folder called INCOMING will be sorted into the general list of folders.

Accordingly, the person who use Express the most should have his/her mailbox marked PRIMARY ({ALT}{SHIFT}X {F10}P), and his/her incoming folder name should be left untouched.

Also, if you accidently flag a message as read (+ removed), you can reset it in the summary screen by pressing the + key on your number pad.

>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
A LOOK AT E-MAIL IN THE 1990'S
>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>

The roaring '90's look like they will be a good time to be in the electronic mail (e-mail) business. Industry forecasters predict that e-mail revenue -expected to gross $376 million in 1989 - will grow steadily over the next decade, topping at $1.2 billion a year by the end of the century. This revenue is for e-mail traffic only.

E-mail providers, such as MCI Mail currently offer PC to PC messaging, PC to telex, telex to PC, PC to fax, PC to hardcopy, X.400 interservice access, and information retrieval services.

Future services may include voice recognition, inbound fax (requiring fully developed bit mapped graphics to ASCII technology), cellular modem access, interservice directory access (CCITT X.500 standards), document recognition and conversion (Wordperfect 17.5 to Word 16.0), Electronic Data Interchange (EDI), simplified world wide access, on-line dictionaries and style guides, etc. These, and probably many more, will all represent additional products.

-GROWTH OF THE PC-

Why the boom in the e-mail industry? Several trends are contributing to the success of e-mail. First is the proliferation of personal computers, which will continue well into the next century. In 1983 (when MCI Mail was introduced) there were 2 million personal computers at home and in the workplace.

Today there are over 26 million personal computers with another 40 million sales anticipated by 1999. This is good news for electronic messaging because more personal computers means more people accustomed to dealing with information electronically rather than on paper. And this, in turn, will make e-mail a more familiar method of communicating.

-LANS-

Another significant trend are Local Area Networks (LANS). Clearly the hottest selling commodity in the computing market, LAN revenue will explode from $38 million in 1989 to over $300 million in 1994. E-mail is one of the most popular selling LAN applications.

By definition, LANs are localized (operative word here) and are not used for inter-company and global messaging. A LANs internal e-mail limits messaging to users directly connected to the LAN. E-mail services such as MCI Mail allow anyone with proper privileges, to send e-mail, faxes, telexes and hardcopy worldwide via a shared modem on the communications server. This is usually accomplished using the existing internal e-mail screens, along with dedicated packages such as 3COM's 3Com Reach, or more generalized packages such as M-Bridge, designed to work with Message Handling Services (MHS) compatible systems, including Novell and the IBM LAN.

Who buys PCs and LANs? Small and mid-size businesses (defined as companies with less than 1,000 employees) are the biggest market for these products. These businesses are the fastest growing segment of the economy, increasing at twice the rate of their big counterparts, according to the Small Business Administration. Over the past ten years, small businesses have added 17 million new jobs to the marketplace, and will add an additional 25 million by the year 2,000. The fastest growing sectors are service-related and legal services: businesses that can most appreciate the benefits of e-mail. Currently, only 10% of small business use e-mail.

-MINI/MAINFRAME COMPUTERS-

While personal computer sales continue to grow, mainframe and mini computer sales are falling because companies are replacing and upgrading machines rather than installing them for the first time. But the fact remains that there is an immense base of mainframes and minis already installed, and they won't be eliminated any time soon.

And as long as there will be mainframes, there will be a need to connect them to the world outside via office automation links to public carriers.

-X.400 STANDARD-

The varied e-mail services are recognizing the needs for standards that allow inter-service communications. With the X.400 standard now being put into place, e-mail will become as universal as the telephone. In the not too distant future, the X.500 standard (interconnected directories) being designed will allow someone on a Novell LAN, for example, to request MCI Mail to query British Telecom for a persons ID on British Telecom. The global scope of the technology will make electronic messaging significantly more cost efficient and convenient than a telephone call.

-ENVIRONMENT-

Lastly, our forests are being cut down to produce office/fax/printout paper and envelopes, water is being polluted producing the paper, our air is being poisoned transporting it, and finally, we filling our garbage dumps with the waste.

In the 90's, a PC with a 1 gigibyte (1000 megabyte) hard disk will easily store at least 500,000 pages of text. It will use only as much electricity as two desk lamps, produce no toxic emissions, add nothing to the circular file (garbage can), reduce fire risks and exposure, and may replace rows of filing cabinets with office plants. Instant availability of a document of a users terminal will even reduce the need for Xeroxing, thereby reducing ozone emissions.

Environmental concerns are forcing us to find better ways to communicate. Electronic mail has been recognized as one of answers. Businesses are using environmentally sound e-mail to reduce costs and speed communications. Indeed, Wes Thomas Public Relations, an active MCI Mail user, insists that all of its clients communicate with the firm via e-mail. They believe that dollar bills and tissues should be the only paper in the office.

>>
FAST SPORTS INFORMATION BY FAX DISPATCH
>>

A transplanted Midwesterner, frustrated by poor coverage in Northeastern newspapers of Big Ten basketball, has undertaken to provide coverage of selected Big Ten teams for the forthcoming conference season (Jan - March,1990) via MCI Mail's Fax Dispatch. Collegiate Sports Information (R) will be providing subscribers with morning after reports on the games. CSI's correspondents at schools such as Purdue and the University of Wisconsin will provide on campus game coverage. The Collegiate Sports Fax (R) will arrive at subscribers fax machines before business hours, the morning after the game.

Each report will include detailed statistics and a substantial writeup on the game, and will run to a page and a half. CSI selected that length as providing enough material to satisfy the greediest subscriber and still be cost-effective. Cost of the service is $35.00 for individual school coverage for the 18 game season. Subscribers can send check or money order, name, address, and fax number to Collegiate Sports Information, Box 396 Westfield NJ 07091-0396.

A sample issue is available from CSI (Jon Holstine) at mailbox 348-5378. Send your fax number.

>>>>>>>>>>
POWER USER
>>>>>>>>>>

Looking for a quick logon onto MCI Mail?

You can join the user name and the password at the User Name prompt by putting two slashes (//) between them.

For example:

Please enter user name: GBUSH//xxxxxxxx
{your password}

Of course, for your protection, your password will not echo on the screen.

>>>>>>>>>>>>>>>>>>>>>>>>>>>>>
DURING THE YEAR TO COME.....
>>>>>>>>>>>>>>>>>>>>>>>>>>>>>

During the year to come,
may you enjoy good health and happiness,
may peace reign over our country and throughout the world,
may you have a kiss from your beloved, a smile from a child, a warm,
cozy house with the aroma of good food baking in the oven, wise
governors and merciful tax collectors, companionship of good
friends and helpful neighbors,
may you enjoy the fruits of your labors, celebrate birthdays and
anniversaries, may the sun shine on your face,
may your see a rainbow, hit a homerun with the bases loaded,
may your enjoy giving charity with a free hand,
may you have an umbrella whenever it rains,
may this year be a happy, healthy and prosperous one for
you and your loved ones.

>>>>>>>>>>>>>>>
Till Next Year
>>>>>>>>>>>>>>>

Gary.......
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